

## **Rental Car Contract Committee**

### **Meeting Narrative**

Wednesday June 29, 2011  
Manistee County Blacker Airport  
Conference Room - 3:00 PM

#### Committee

#### Members

Present: Paul Schulert and Ross Spencer

Members Absent: Duane Anderson

Others Present: Barry Lind, Airport Director (until about 4:30PM)

The meeting was called to order at 3:15 PM.

The Rental Car Committee met to review the progress of Mowry Leasing and Rental to improve availability of rental cars at the Manistee Airport. Members present felt that the current level of progress in increasing available rental vehicles, to date, was unacceptable. Prior statements by Mr. Paul Bosschem, co-owner of Mowry Leasing and Rental, indicated that the Authority could expect an additional 25 cars to be available by July 1, 2011. To facilitate this assurance the Rental Car Committee worked with Authority Attorney George Saylor to provide Hertz Rental Car with a sample concession contract document.

Mr. Brandon Curtis, Branch Manager for Hertz in Michigan, was contacted via telephone by the Rental Committee today. Mr. Brandon informed the Committee that Hertz had not entered into any agreement with Mowry Leasing and Rental at this time. They did indicate that Hertz was in some phase of the development of a business plan or model.

Committee member Paul Schulert, earlier in the month, participated in a meeting with a representative of Enterprise Car Rental and Mowry Leasing and Rental. Shortly there after information was received indicating that Enterprise had no current interest in locating facilities at the Manistee County Blacker Airport.

The Committee placed a telephone call to Mr. Lon Williams, Regional Manager for Enterprise Rental Cars for this area of Michigan. He indicated that Enterprise's view was that they were uncomfortable with the proposed arrangement and concluded that it was too complicated and therefore, they are not considering Manistee. Mr. Williams indicated that without the complications they would be interested in working with the airport. A cursory discussion of the airports needs indicated no insurmountable obstacles. Asked for the length of time required from the execution of an agreement and

Enterprise being operational, Mr. Williams indicated something in the neighborhood of one week.

The Committee agreed to email the Manistee Blacker Airport sample concession agreement document to Mr. Williams for his review and we agreed to meet via telephone on Friday July 1, 2011, at 1:00 PM to continue the discussion.

Members placed a telephone call to Authority Attorney George Saylor III and reviewed the meeting events and requested guidance.

(Airport Director leaves)

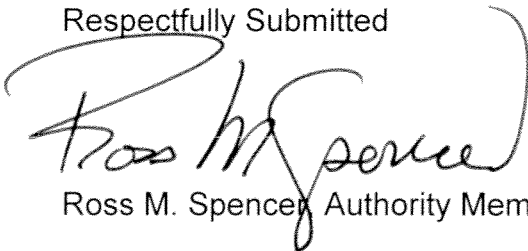
Members placed a telephone call to Paul Bosschem. The call went to voicemail and no message was left.

Jim Mowry was contacted by telephone and advised that the Rental Car Committee had met today and was very concerned with the apparent lack of progress in securing additional rental vehicles for the airport. Jim was advised that the airport continues to turn considerable business away due to the shortage of available rental vehicles. The committee believes that some potential Manistee airline passengers are choosing other airport destinations due to our inability to provide sufficient rental cars. Jim could provide no insight on the progress with Hertz. He was advised that the committee members felt that more effort on his part was necessary. We reviewed their original commitment to be up and running with additional cars by July 1, 2011 and the fact that this would not be realized.

Jim was informed that the Committee felt that we had an obligation to provide those services required, to provide first class services for our airport. With this in mind, Jim was advised that his past service was appreciated; however, the airport can't continue to wait. We wanted him to know that we are in the process of reaching out to other entities to provide the service the Manistee County Blacker Airport. If his company wants to be the provider, then there is urgency in providing a viable plan to compete with others who may be interested in also providing the service.

The meeting was adjourned at about 5:00 PM

Respectfully Submitted

A handwritten signature in black ink, appearing to read "Ross M. Spencer". The signature is fluid and cursive, with a large loop at the end.

Ross M. Spencer, Authority Member